



September 2015

MISSOURI WORKS

Expanding Business and Creating Jobs



Report to the General Assembly for Quarter Ending June 30, 2015



MISSOURI

Department of Economic Development





Quarterly Report to the General Assembly

The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects and went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (Missouri Works Summary Page 3). Pursuant to RSMO 620.2020.15, the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (Pages 4 - 6);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 4 - 7);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 4 - 7);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity (Pages 4 - 7); and
5. The Department's response time for each request for a proposed benefit award under this program (Page 8).

Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business	None	Project Facility must be located in an Enhanced Enterprise Zone
Rural Works	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business	None	Project facility must be located in a “rural” county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business.	Discretionary: An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega Works 120	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	Discretionary: An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega Works 140	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	Discretionary: An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain 100% of State Withholding Tax for the retained jobs for 10 years.	Company must be at-risk for relocation out-of-state.

Missouri Works Quarterly Report for Legislators

Total Credits Authorized From 04/01/2015 To 06/30/2015

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
Missouri Works - Mega 120 Works									
RICOH USA, INC.	Approved	Statutory		\$1,458,581.00	\$1,794,759.00	140	\$15,610,000.00		
Total Mega 120 Works				\$1,458,581.00	\$1,794,759.00	140	\$15,610,000.00		
Missouri Works - Mega 140 Works									
MONSANTO COMPANY	Approved	Statutory		\$3,269,499.00	\$3,838,107.00	225	\$283,000,000.00		
UMB FINANCIAL CORPORATION	Approved	Statutory		\$2,046,491.00	\$2,402,403.00	138	\$89,809,890.00		
CBIZ OPERATIONS, INC	Approved	Statutory		\$7,950,625.00	\$12,586,044.00	391	\$15,660,000.00		
Total Mega 140 Works				\$13,266,615.00	\$18,826,554.00	754	\$388,469,890.00		
Missouri Works - Retention Works									
SCHNUCK MARKETS, INC.	Approved	Discretionary	400	\$3,700,000.00	\$0.00		\$60,000,000.00	2.36	\$65,186,000.00
Total Retention Works			400	\$3,700,000.00	\$0.00		\$60,000,000.00	Avg: 2.36	\$65,186,000.00
Missouri Works - Rural Works									
PARADISE LOCKER, INC.	Approved	Statutory		\$0.00	\$18,049.00	5	\$100,000.00		
HANDI-CRAFT COMPANY	Approved	Statutory		\$0.00	\$28,927.00	5	\$900,000.00		
Total Rural Works				\$0.00	\$46,976.00	10	\$1,000,000.00		
Missouri Works - Statewide Works									
US FARATHANE, LLC	Approved	Discretionary		\$449,541.00	\$1,114,079.00	197	\$45,000,000.00	12.74	\$1,233,856,000.00
AMERITAS INVESTMENT CORP	Approved	Statutory		\$0.00	\$1,151,739.00	18	\$0.00		

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
HENDERSON PRODUCTS, INC.	Approved	Statutory		\$0.00	\$124,230.00	23	\$350,000.00		
MIDWEST SCRAP MANAGEMENT, INC.	Approved	Statutory		\$0.00	\$170,499.00	30	\$0.00		
NATIONAL ADVISORS TRUST CO. FSB	Approved	Statutory		\$0.00	\$839,504.00	53	\$1,550,000.00		
PIVA GROUP NORTH AMERICA, LLC	Approved	Discretionary		\$70,927.00	\$202,145.00	36	\$5,108,750.00	6.74	\$5,679,650.00
VANGUARD PACKAGING, INC.	Approved	Statutory		\$0.00	\$209,976.00	29	\$2,200,000.00		
VINUITY, LLC	Approved	Statutory		\$0.00	\$160,740.00	50	\$30,000.00		
O'FALLON CASTING, LLC	Approved	Statutory		\$0.00	\$74,880.00	10	\$5,000,000.00		
PHOENIX MANUFACTURING, LLC	Approved	Statutory		\$0.00	\$239,945.00	45	\$1,250,000.00		
METAL CONTAINER CORPORATION	Approved	Discretionary		\$594,332.00	\$962,252.00	73	\$150,000,000.00	4.42	\$188,629,000.00
MARK ANDY, INC.	Approved	Statutory		\$0.00	\$114,672.00	10	\$1,403,500.00		
BUNZL DISTRIBUTION MIDCENTRAL, INC.	Approved	Statutory		\$0.00	\$139,950.00	20	\$0.00		
BUNZL HOLDINGS, INC.	Approved	Statutory		\$0.00	\$218,460.00	30	\$0.00		
BALCHEM CORPORATION	Approved	Statutory		\$0.00	\$227,370.00	10	\$1,000,000.00		
JPKB ASSOCIATES LLC	Approved	Statutory		\$0.00	\$170,100.00	12	\$200,000.00		
JPKB ASSOCIATES LLC	Approved	Statutory		\$0.00	\$153,090.00	11	\$200,000.00		
UX DEPOT LLC	Approved	Statutory		\$0.00	\$890,732.00	193	\$2,500,000.00		
24/7 EXPRESS LOGISTICS, INC.	Approved	Discretionary		\$226,058.00	\$471,198.00	67	\$9,950,004.00	2.74	\$83,466,000.00
RABO AGRIFINANCE, INC.	Approved	Statutory		\$0.00	\$687,053.00	34	\$35,592,000.00		

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
THE INSURANCE SHOP, LLC	Approved	Statutory		\$0.00	\$43,395.00	10	\$350,000.00		
MAYER HOFFMAN MCCANN P.C.	Approved	Statutory		\$0.00	\$660,787.00	14	\$30,000.00		
THROTTLENET, INC.	Approved	Statutory		\$0.00	\$136,923.00	24	\$0.00		
DATA SYSTEMS INTERNATIONAL, INC.	Approved	Statutory		\$0.00	\$713,740.00	30	\$532,169.00		
Total Statewide Works				\$1,340,858.00	\$9,877,459.00	1,029	\$262,246,423.00	Avg: 6.66	\$1,511,630,650.00
Missouri Works - Zone Works									
CROSSROADS EAST, LLC	Approved	Statutory		\$0.00	\$21,660.00	4	\$125,000.00		
DAILY'S PREMIUM MEATS, LLC	Approved	Statutory		\$0.00	\$725,246.00	212	\$41,500,000.00		
J&A INDUSTRIES, LLC	Approved	Statutory		\$0.00	\$199,244.00	43	\$329,000.00		
MARYVILLE TIRE PARTNERS LLC	Approved	Statutory		\$0.00	\$139,934.00	26	\$8,500,000.00		
INTERNATIONAL BUILDERS & CONSULTANTS, INC.	Approved	Statutory		\$0.00	\$24,075.00	3	\$337,500.00		
HOUSTON POLYTANK, LLC	Approved	Statutory		\$0.00	\$20,514.00	5	\$750,000.00		
BROOKFIELD FABRICATING CORPORATION	Approved	Statutory		\$0.00	\$126,752.00	38	\$3,100,000.00		
VIEWTECH SYSTEMS OF AMERICA LLC	Approved	Statutory		\$0.00	\$12,924.00	2	\$200,000.00		
BURGER & BROWN ENGINEERING, INC.	Approved	Statutory		\$0.00	\$42,962.00	7	\$250,000.00		
DIGITAL MONITORING PRODUCTS INC	Approved	Statutory		\$0.00	\$476,485.00	65	\$150,000.00		

COMMUNITY WHOLESALE TIRE DISTRIBUTING, INC.	Approved	Statutory		\$0.00	\$145,950.00	20	\$1,000,000.00		
TREKK DESIGN GROUP, LLC	Approved	Statutory		\$0.00	\$106,160.00	16	\$500,000.00		
Total Zone Works				\$0.00	\$2,041,906.00	441	\$56,741,500.00		
Total Quarter Ending 6.30.15			400	\$19,766,054.00	\$32,587,654.00	2,374	\$784,067,813.00	Avg: 5.80	\$1,576,816,650.00

Projects not reported in the previous quarter									
Missouri Works - Retention Works									
SKF USA, INC./LINCOLN INDUSTRIAL CORPORATION	Approved	Discretionary	388	\$0.00	\$1,042,966.00		\$31,429,037.00	3.5	\$8,279,548.00
Missouri Works - Zone Works									
K&K MACHINE, INC DBA CIONA TECHNOLOGIES, INC.	Approved	Statutory		\$0.00	\$203,315.00	45	\$100,000.00		
Project withdrawn by company after DED approved									
Missouri Works - Zone Works									
Glycerin Traders, LLC	Withdrawn	Statutory		\$0.00	\$39,450.00	10	\$1,772,000.00		

Proposal Assignment Tracking (April 1, 2015 – June 30, 2015)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
1503014	0	4	1
1504002	0	4	0
1504005	0	3	3
1504007	0	4	4
1504008	0	2	0
1504009	1	17	1
1504015	0	5	0
1505001	0	7	0
1505003	1	6	0
1505008	0	5	5
1505009	0	0	0
1505010	0	4	0
1505014	2	4	4
1505015	0	9	0
1506005	0	2	2
1506007	1	17	1
1506010	0	6	0
1506022	1	7	1
1506026	2	2	0
Average Response Time in Days			1.16

***Duplicate Project ID #'s indicate multiple requested proposals.**

Notes:

*PIR = Date Completed Project Information Request is submitted to DED.

**RFP = Date Request for Proposal is submitted to Finance.

***Proposal = Date Proposal is completed and sent to Company.

****Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.